Daily & Eagle

SECRETS OF THE LOBBY.

CONFESSIONS OF A MEMBER OF THE "THIRD HOUSE,"

"Sizing Up" the House of Representative for \$500 and the Senate for \$250-Waste No Time on Your Friends-Value of

Cigars in the Lobbyist Trade.

[Special Correspondence.] WASHINGTON, Nov. 4 .- In a month we shall have congress with us once more. Al-ready the many persons who hang about the skirts of that body and pick up the crumbs which drop from its table are making their appearance in town. Among these camp followers, conspictious among them, are the lobbyists. The lobbyists are preparing for their winter's campalga, and it is no violation of confidence to say that they are expecting a lively and profitable season. With four cities bidding for the world's fair of 1892 and concerns practice wall disided in its 1892, and congress presty well divided in its preferences, it would indeed be strange if the professional lobbyist did not get in a few good licks for himself. There is not a professional lobbyist in town who is without hope of being employed by one or other of the cities which are competing for the world's fair. With one of these professional lobbyists, a man of good reputation in his line of business—for even a lobbyist may have a good or bad reputation-a man who has be employed by various corporations, I have had

a very interesting conversation.
"I have worked in Washington off and on," said he, "for eight or ten years. It does not do for a man in this business to stay here all the time. He wants to go and come. If a man were to stay all the time in Washington he would soon become known by everybody. and that is just what he doesn't want. The successful lobbyist, at least in my line of ork, does not want to be a marked man. He must be able to go and come in the city, visit members at their rooms or be seen walking with them on the avenue without having the word passed along, there goes so and so, the lobbyist.' Three years ago I had on hand a very important and delicate operation. During the wholewinter I never left my lodgings till after dark. I never went out except in a closed carriage. And during the whole of that winter I was never at the Capitol.

"The common notions about lobbyists and lobbying are very erroneous. The general belief is that lobbying consists of the use of money directly. I venture to say that there has not been a congress in the last ten years which contained more than half a dozen men whom it would be safe to approach with a proposition to pay money for their votes, There are a few such men in every congress, and one or two of that sort have managed to secure re-election time after time. But these men are as well known as the names of the streets, at least to men who are engaged in the business of influencing legislation. Their influence is worth nothing, and they are never bothered with except in cases where the vote is likely to be close, and a few friends are needed, no matter where or how procured, or in the few instances in which it is found necessary to buy such a man out of his

opposition to your measure.
"While there are but a few men who can be approached in person with actual bribes there are many who can be reached indirectonal influencer of legislation. like myself, has little to do with the con which is held out to members of congress. That is the work of others who come after us. Our part is ascertaining how the ground lays and in preparing the preliminaries. The first thing a man in charge of a measure wants to know is how it stands. He wants to know how many friends be has, and how strong and lovel they are. Then he wants to know who his enemies are, what motives or feelings influence them, and how they can best be reached. It is in this work that a professional like myself finds his greatest field of usefulness. I have 'sized up gress six or eight times during my work in Washington, and it usually takes about a month of patient, hard work. My terms for sizing up the house of representatives are \$500 and for the senate \$250. The senate has it is true, but the senators are harder to reach. As a rule you can got at a member of the house in about half the time it takes to see a senator, and after you have reached the latter the chances are he won't give you an inkling of what his standing is on the ques-

tion in which you are interested.
"Managers of bills often make the mistake of going to work without knowing who their friends are. I well remember a western railway case. The manager was a lawyer, as smart as a steel trap, but without experience in this particular line of work. He spont several weeks here, and did not seem to be making much progress. He was somewhat discouraged, when a friend sent him to me. I talked with him a little while, and very soon discovered that the trouble was be didn't know his friends from his enemies, and that he was working too much in the dark.

"As like as not," said I, 'you have been wasting your efforts on your friends, who are all right, anyway. That is a mistake often made here. A man wastes his time in taking care of men who are with him, and who are bound to stay with him, at the same time neglecting the very men who hold the fate of the measure in their hands."
"Finally he asked me what I would size up

the house for, and I told him 6300 and the cigars. He wanted to know what the cigar part of it meant, and I had to explain to him. Actually that man, in charge of an important bill here, did not know what I meant when I said he would have to pay for the cigars. He found out when I sent him a bill for \$220 for 1,000 cigars, which I needed in my work. How could I make use of so many fine cigars on a musion like that! In this Every evening I ordered a carriage and drove to the houses of members. I never was seen at the capital or about the hotels or er resorts down town. I had several excuses in hand to offer for my calls. One excuse would be more appropriate in one place than in another, and I tried to cut my excuse to fit the customer.

There was no difficulty on that score. The

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A YER'S CHERRY PECTORAL is the best remedy for Croup, Whooping Cough, Hoarseness, and all the sudden Throat and Lung Troubles to which young people are subject. Keep this medicine in the house. Hon, C. Edwards Lester, late U. S. Consul to Italy, and author of various popular

works, writes :-"With all sorts of exposure, in all sorts of climates, I have never, to this day, had any cold nor any affection of the throat or lungs which did not yield to Ayer's Cherry Peteral within 24 hours. Of course I have never allowed myself to be without this remedy in all hay voyages and travels. Under my own observation, it has given relief to a vast number of persons, while in acute cases of pulmonary inflammation, such as croup and diphtheria in chiktren, life has been preserved through its effects I recommend its use in light and fre-quent doses. Properly administered in accordance with your directions, it is

a priceless blessing in any house." Ayer's Cherry Pectoral,

Dr. J. C. Ayer & Co., Lowell, Mass. Bold by all Druggists. Price \$1; six bottles, \$5. his point was to lead the convertation up to the measure in which I was interested and get an expression of opinion from the con-gressman without his discovering what I was after. To this the cigars bore an important point. Nine congressmen out of ten smoke, and the vast majority chain to be connois-seurs. Mentioning that I had just received a handsome present from a friend in Havana in the shape of a box of very fine cigars, I asked the gentleman to sample one and give asked the gentleman to sample one and give me his opinion of it. There is nothing like the passing out of a fine cigar to help along

a conversation.

"Not once did I ask a member how he was going to vote on the bill in question. Some people have an idea that if you want to find out how a member stands on a bill all you have to do is to go and ask him. That won't do at all. The member won't tell you, and if he does tell he doesn't tell you straight. The only sure way is not to let him know that we not a continental law ha is aging to you care a continental how he is going to yote, and then judge by what he says and also by what he desa't say. It is not always what a man says that you have to go by, but by his manner, his side remarks and his acquaintencestip. For histance, you know all the country and support when we have continued to the country and support who are well in conthe agents and pushers who are working on the other side. The member doesn't know that you are at all familiar with the situa-tion. If you can gently steer the conversa-tion to that subject, the chances are that if the opposition has been after him he will tion the name of one of your rivals, or at least make use of the same argument or ex-pression used by them. In this manner I have sized up more than one man, and gen-

"There are fifty or seventy-five men in the house, men like Randell and Holman, who have to be approached through third parties. They are habitually so close mouthed that you can't get a thing out of them. To sound these men we have to use other members of congress, or a senator, if you are lucky enough to have one on your side. A senator is earnestly for you always proves a great card. He can not only sound the senite, but he is just the man to send after some of the clams in the house. Here and there is a man whom we have to work through his committee cierk, or his private secretary.

There are pienty of secretaries who think it all right to take a ten or twenty dollar bill for telling us how their employer feels about a certain measure. And why shouldn't they! He is a public man, and his thoughts and his opinions are paid for by the public. They must be made known sooner or later, and if he is an honest man what business has he with secrets concerning the public's affairs!

"It takes hard work to size up the house in a month. To see four or five men in a night. and sit down and talk with them, requires lively hustling and the keeping of pretty late hours. Some men you have to go and see three or four times and strike up a friendship with before you can worm a word out of them. You know it is a thing which you cannot force. Your familiarity with a member, and his inclimation to talk of what he thinks and what he doesn't think, must be of natural growth. If you try to rush things, you will spoil it all. Then, you have to talk on every conceivable subject, and engage in all sorts of family amusements and discussions. At one congressman's house I had to play whist with himself, his wife and daughter every time I called. It took lots of time, but I had to stand it. One night, between deals, I managed to draw him out to my satisfaction, and as I was pretty hard pushed for time I did not stay to finish the game. With another old fellow I had to sit down and play checkers, a game which I abomi-

"A religious member from New England insisted that I should come around and go to church with him. He had a pew, and was very fond of his pastor, and took me for a stranger in town, as that was what I had told him I was. He was very courteous, but I had to squander \$10 on his clerk before I could find out how he was going to vote. I made it a rule to call on the old man early in the evening, while there was still a good chance of catching them out of bed. The g men I reserved till later, often till the theatre. With these I have had to poker, drink whisky, eat late suppers and get into carriages and make the rounds of the town. Prayer meetings and wine par-ties were all the same to me, just so I found

out how my men stood on the railroad bill. Well, in the case of which I am telling you, I found it necessary to buy 500 more cigars before the end of the campaign was reached. When I had finished my canvass, and reports had been received from friends members, it was found that I had been correct in my surmise. The bill actually had a majority of the house for its friends, and the manager had been wasting his time and money. On my sizing up of the house the bill was left to its fate, and it passed by a comfortable majority."
"How are members reached in a case where

somebody must be won over by fair means

"There are thousands of ways of getting at men in such cases. As soon as it is decided that a certain number of votes must be had, a canvass is made of the enemy to see where his weakest men are. Each man's character and career, political, financial and family associations will be carefully studied. and then something may be gotten hold of by which a congressman can be scared into coming your way. More often you will be able to discover who owns him, and as like as not the man who owns a congressman will be found to be a railroad president, the president of some big corporation, or a political boss. The managers of the enterprise decide in what way the owner can be essiest reached, and the first the congressman hears of the matter is on receiving a letter from his backer advising him to vote in a certain way. You would be surprised to learn, and the country would be surprised, if it knew, how many congress themselves their own men, who have no independence of action in cases wherein their patrons choose to exert themselves. I sometimes think that the congressman who has his political opinions made for him by a party caucus, and his opinions on private measures often formed by a capitalist or political leader whose good opinion he must retain in order to hold his seat, has not a very envisible

"Getting back to congress is the bugaboo of the congressman. He is not much more than settled in his seat till he is called upon to defend it against a number of rivals. He must fight off various aspiring gentlemen of his own party who want to get the nomina-tion away from him, and after he has succeeded in this he must beat at the polis the condidate of the rival party. All this takes money, and a congressman lives in constant dread lest he be defeated. Advantage is taken of this state of affairs by the men who have measures to press. It is not an uncommon thing for the agent of a railroad com-pany that is interested in a bill to go to the brother or intimate friend of a member and 'We like the honorable gentleman very much. He has befriended us in congress, and we hope he may befriend us in future. We feel so grateful for these acts of kindnes that we wish you to take this money-it is not much and use it according to your best judgment in helping him secure a re-election. it would be a great pity to have such a use ful and excellent man beaten by some up mart just as he is achieving success.' This is not a bribe, and can never be traced or held as one, but it usually does the business.

ROBERT GRAVES A striking Besemblance. A more than middle aged bachelor married

a young girl. When a son and beir was added to the famfly, the nurse was wont to show the new comer to visitors, with the traditional re-

"Locks like his pa, doesn't he?"
One day a grouty old gentleman, who couldn't see the resemblance, replied, with a

"Just so; he's quite bald, and has no

"Paris Good Exposition, 1880

Pears obtained the only gold medal awarded solely for toilet SOAP in competition with all the world. Highest possible distinction."

THE COMING WOMAN.

MOVING ALONG ON SOLID LINES IN THE UNITED STATES.

Female Suffrage Recognized in Several States-Whether for Good or Evil, One of Those Revolutions That Do Not Turn Back Is Well Started.

ago come back to life, the thing that would amaze him most would not be, I suspect, the existence of electric lights and of phonographs, for these would lie outside the sphere of public life, which would be our supposed Rip Van Winkle's chief concern. Nor would it even be, within his own domain, the Australian ballot law, or civil service reform, or the efforts of a great nation to get rid of its surplus money. It would be the spectacle of a strange alteration in the very basis of government; it would be the fact that in organ izing five new states, each of vast area and unknown resources, a large part of the time of the organizing body has been devoted to deciding whether men alone, or women also, should become voters in these new born commonwealths. Nay, his chief wonder would lie in the fact that the final debate in each case did not turn on the question "whether, but rather on the question "how far," since all five states have finally made women vot-ers about something. Idaho and Washington have given them school suffrage by their constitutions, so have North and South Dakota; while in Montana those women who pay taxes will vote on all questions submitted to the vote of taxpayers. Moreover, in two of these states (Washington and South Dakota) the question of giving women full suffrage is hereafter to be put to vote, and on this ques-tion women already qualified as voters for

WOULD SURPRISE THEM. We hereabouts take all these things very quietly, because we have come to them by degrees. But were some Rip Van Winkle of a deceased statesman to open his eyes upon them suddenly, he would justly pronounce them to involve a more deeply rooted change than any Australian ballot law, while the longest train of electric cars could not be so much as named in comparison.

He could only end in accepting Victor Hugo's high sounding phrase that this is-rightly or wrougly—the woman's century. All the traditions about the sphere of the two sexes, as being something unchangeable and eternal, must fail before this simple fact. A local experiment, as in Massachusetts, or Kansas, or Wyoming, proves very little, is may be urged.

But the founding of five new states by popular action, in communities drawn together from all quarters of the globe, is not only an extraordinary demonstration of self government, but offers, as it were, a cross section of current American thought on governmental principles. That is five different constitutional conventions, acting not merely independently, but with an almost jealous degree of mutual independence, the uniform outcome should be some form of woman suffrage, brings with it irresistible inferences. For good or for evil, it is an advance along the whole line: it is one of those revolutions which do not turn back. It is also a revo-

merely on facts, but on principles No matter what was the motive-whether impulse, or logic, or persuasion—the concession has been made. That this has been done in every one of five different states virtually settles the prevailing course of all our future national development.

"AN ACQUIRED INTELLIGENCE." That the result is to be of immediate, invariable and unmixed good, I do not, for one, believe. If it were, it would be unlike the result of all previous extensions of the suffrage. Every newly enfranchised class needs to learn its work, to get control of its weapons, and this usually involves some cut fingers Women are not so unlike men as to be free from all the perils and weaknesses of men and they may even have some of their own Men have, in many years of voting, partially attained to what the once famous jurist Theophilus Parsons called "an acquired in telligence" on many practical matters, which women, as a class, have yet to gain. Men have also learned how to get on with one another politically, even under apparent differ ences, and to acquiesce with amazing equa-nimity in the results of election day. They are, I suspect, a little more patient of public evils than women, and a little less andent in expectation.

On the other hand, this very habit of moderation has its dangers, and there are many households which would go to pieces had not the wife more decision, at least in ordering the chickens out of the door yard, than her easy going husband. This strong quality again has its dangers, and the chickens some times yield, not so much to persuasive and angelic qualities as to a certain shrillness of voice which does not make the indoor hearth very tempting to others than chickens. What with the fear that women will prove too weak, and the yet more anxious fear lest they turn out too strong, there are doubtless many persons—though the writer is not among them—who will look with dismay on

the action of these five commonwealths. But the main thing to be considered is that, whatever we may think about it, and whether we approve it or not, the action is taken. When we look at the little fossil horses of the Peabody museum at Yale university, and see the unconscious, inevitable way in which those little creatures became larger of size and more compressed as to foot-five toes, four toes, three toes, two toes, until at last emerged the large and single hoofed horse we now ride under the saddle—we can easily imagine that had those early races been consulted they might not have approved of the change, and might even here filed remon-strances and held mass meetings to oppose it. A political tendency which five new state constitutional conventions have recognised can certainly not be ignored, even if not one of them has put it in any final and complete shape. A generation of women who grow up to see their own sex admitted to colleges and voting for school officials can never look at life precisely as their grandmothers did, for whom such a state of things would have been inconceivable. Before us stands that new generation, and we have got, with or without our own approval, to make war for the coming woman .- T. W. H. in Harper's Bezar.

Justia Title Revenge Where have you been, Brown, that you "Ctreux."
"Good show, ch?"

"No, poor show; but I sat in front of a couple of young women and kept my beaver on till I made their necks ache. It was immense, old man!"-I

EVOLUTION IN THE GARDEN CITY

Back in the early days— I think 'twos twenty-nine— Before the stage coach ways

Gave place to railroad line Grandfather drove from Maine

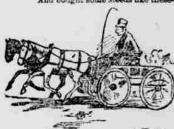
Clear to Chicago town In a prairie schooner train With an old team—black and brown They came up the old state road-A boulevard today— And the guy nor says the load



Dad was a youngster then; His father bought some land-Some acres eight or ten-Right where these buildings stand.

They drove a thrifty trade In flour and beans and tea; But the sand lot really made The governor—and me.

And took things more at ease, He gave up selling beans,



Twas thought the finest rig In town in sixty five:
"Twouldn't be worth a fig
"Side what they now'days drive.

I've just bought me a cart In Paris—latest form— Twill make the whips all start And take the town by storm

My pair-Kentucky bred-Have better blood and speed Than all in town, tis said;



Are you agreed?

-Will L. Davis in Chicago Herald. Repentance iz generally konsidered a weak ness, but I know ov nothing more indikative



ov strength.

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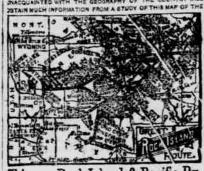
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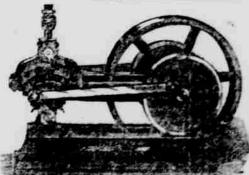
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